

Message Text

UNCLASSIFIED

PAGE 01 BUCAR 09137 220655Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 CCO-00 PASO-00 /021 W
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R 211500Z DEC 77
FM AMEMBASSY BUCHAREST
TO SECSTATE WASHDC 7093
INFO USDOC WASHDC

UNCLAS BUCHAREST 9137

E.O. 11652: N/A
TAGS: BTIO, RO
SUBJECT: GE'S BID ON CONTINUOUSLY CAST COPPER ROD PROJECT

TO: HUGH R. LOWRY
GENERAL ELECTRIC
BRIDGEPORT, CONN
TELEX: 964366

REGARDING YOUR DECEMBER 5 TELEX IN WHICH YOU ASK SHY GE-WATERBURY
FARREL PROPOSAL NO LONGER BEING CONSIDERED BY ELECTRONUM, I
WILL GIVE YOU MY IMPRESSIONS PLUS A RECENT COMMENT I PICKED UP
FROM A MINISTRY OF FOREIGN TRADE OFFICIAL. FIRST, FOREMOST
IS MY IMPRESSION THAT YOUR BID NEVER RECEIVED SERIOUS CONSIDERATION
BY THE ROMANIANS. THE APPARENT REASON, AND I AM BASING MYSELF
ON A STATEMENT FROM A FOREIGN TRADE MINISTRY OFFICIAL TO ME,
IS THAT YOUR PROPOSAL WAS BASED ON A TECHNOLOGY FOR MAKING CONT-
INUOUSLY CAST COPPER ROD WHICH THE ROMANIANS BELIEVED IS OUTDATED.
IN ADDITION, AS YOU ARE AWARE, IN EMBASSY CONTACTS WITH HIGH
LEVEL FOREIGN TRADE MINISTRY OFFICIALS, THEY ALWAYS REFERRED TO
THIS PROJECT, WHICH HAD BEEN ACCORDED A VERY HIGH PRIORITY,
AS ONE THAT THEY WERE PURSUING WITH THE U.S. FIRM, SOUTHWIRE.
ASIDE FROM THIS, I CAN ADD LITTLE OTHER THAN THE OTHER POINTS
YOU MENTIONED IN YOUR TELEX, I.E. TERMS OF PROPOSED CONTRACT
AND/OR NEGATIVE IMPRESSIONS GAINED BY ELECTRONUM DURING MEETINGS,
PROBABLY ALSO PLAYED A ROLE.

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PAGE 02 BUCAR 09137 220655Z

MY ADVISE FOR YOU IN FUTURE CONTRACT NEGOTIATIONS WITH ROMANIAN
FTO'S IS FOR YOU TO USE THE EMBASSY AS A SOURCE FOR OBTAINING
INDEPENDENT, UNBIASED FEEDBACK FROM ROMANIAN OFFICIALS ON
HOW THEY FEEL ABOUT A PARTICULAR GE OFFER. MEANWHILE, REGARDING
THE COPPERWIRE PROJECT, YOU MIGHT LIKE TO KNOW THAT ELECTRONUM
NOW PLANS TO SIG A CONTRACT BY MED-JANUARY WITH ONE OF THE

THREE COMPANIES (INCLUDING SOUTHWIRE) THAT ARE STILL IN THE
COMPETITION. REGARDS, EMIL CASTRO, COMMERCIAL ATTACHE.
AMERICAN EMBASSY
BUCHAREST ROMANIA
AGGREY

NOTE BY OCT: PASSED ABOVE ADDRESSEE.

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Message Attributes

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Sent Date: 21-Dec-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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